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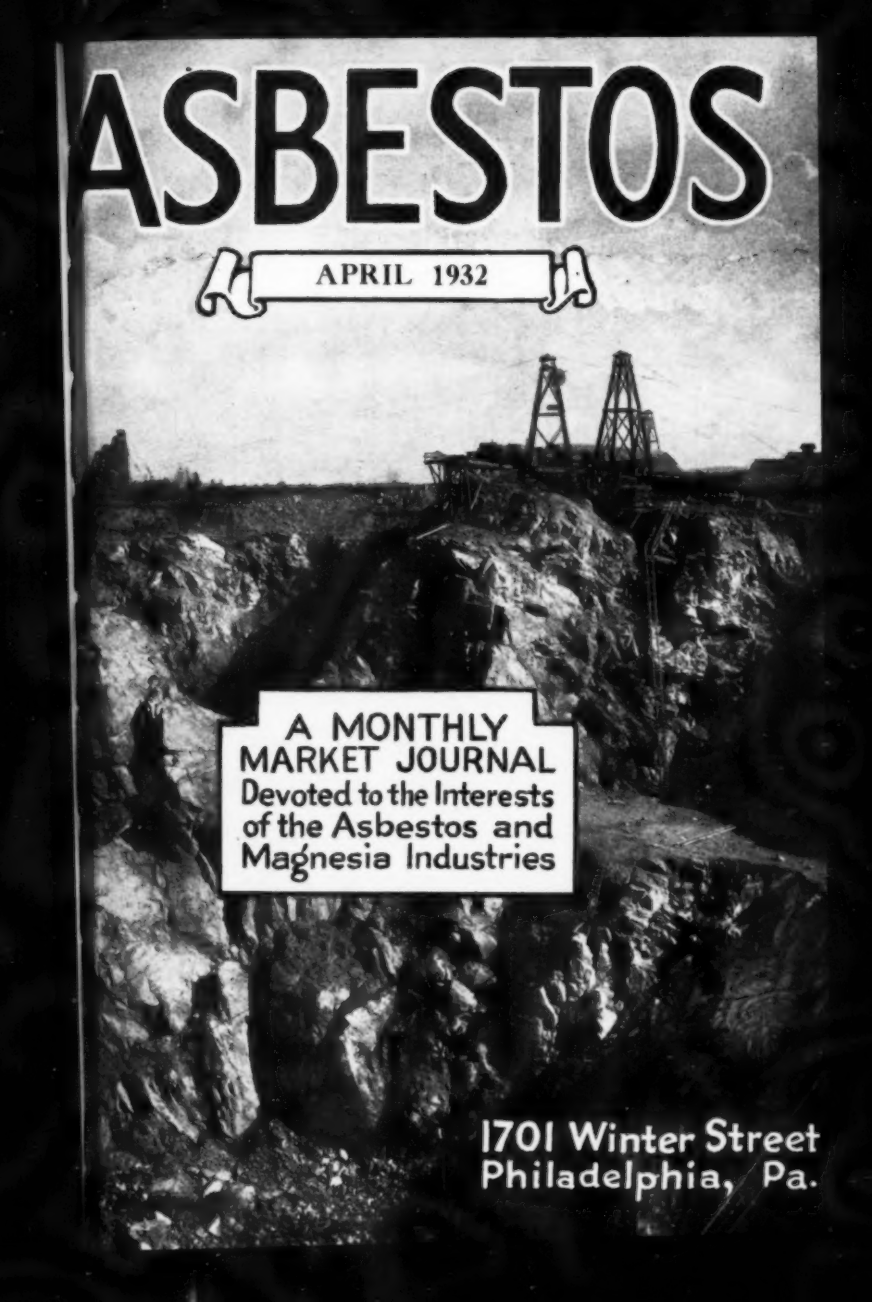
APRIL 1932



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ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER - - EDITOR

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The Cementing of Asbestos to Steel with Metallic Adhesives

By A. W. Coffman[1]

The problem of attaining permanent bonds between steel and various fibrous materials such as asbestos, has for a long time been of interest to various industries. Several solutions have been advanced, but until recently none of the adhesives used has permitted severe distortion of the metal after superposition of felts. Recently the author has reported[2] the use of metals as adhesives for affixing fibres, felts and papers of asbestos to steel.

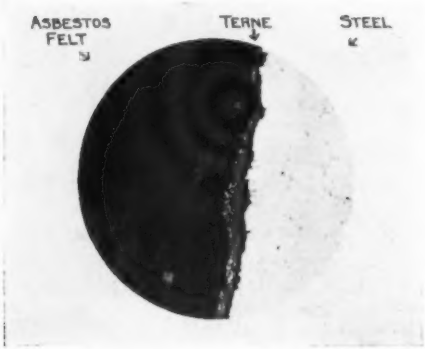

Fig. 1.

If asbestos is pressed on to steel that has previously been coated with an easily fusible metal, such as tin or lead, some slight adhesion is apparent in certain localized spots over the metal even at room temperatures. Elevating the temperature of the metal improves the observable adhesion until a point is reached where the fibrous substance has become an integral part of the base metal. Figure 1 gives a photomicrograph of the boundary between asbestos felt or paper and steel when an alloy of lead and tin is used as an adhesive. For the optimum conditions of

[1] Industrial Fellow Mellon Institute of Industrial Research, Pittsburg, Pa.
[2] See Chemical & Metallurgical Engineering, 39, 144 (1932).

adhesion, temperatures in excess of the adhesive's melting-point are effective.

The employment of this process makes possible the formation of a new type of protected metal that is called "Robertson-Bonded Metal." Layers of asbestos felt are affixed in the above-described manner to both sides of sheet steel. After being made firmly adherent, these felt layers may be impregnated with various asphaltic or resinous substances to render them impervious to corrosive agents. If so desired, the felted steel before saturation may be subjected to bending, pressing, cutting, or mild drawing operations, much as ordinary steel is treated. These operations are carried out without rupturing the bond

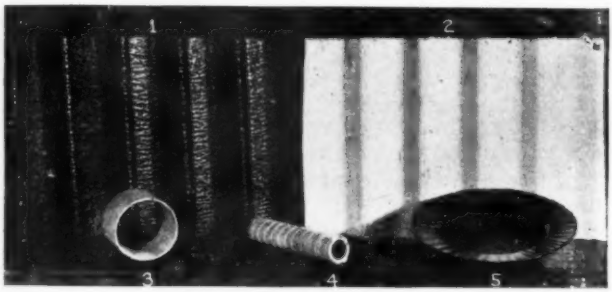

Fig. 2.

1. Sheet corrugated and finished with bituminous coatings.
2. Sheet corrugated with no saturating or finishing.
3. Sheet rolled to the form of a pipe.
4. ¾ in. Pipe coated with asbestos. *5. Pressed dish.*

between steel and felt, but must be executed with sufficient care to avoid rupture of the felt due to excessive stretching. After forming and saturating, a coating of any desired color may be applied to the felt layer for the purpose of added protection and attractiveness of appearance. Figure 2 shows samples that have been prepared by this process, using asbestos felt as a coating material.

There are several important factors that enter into

this cementing of felt to steel. If excessive moisture is present in asbestos felt, it causes blistering during the felt application. The physical texture of the felt must be correct, the pressure applied should be adjusted to be sufficient without working the steel core, while cooling of the steel should be properly carried out.

It seems entirely possible that, since this process is not limited to the coating of sheet material, there may be a large number of uses for such a procedure in other fields. It is not at all unreasonable to hope that the wire industry might evolve a method for insulating wires, starting perhaps with asbestos fibre. Pipe coatings are within the realm of possibility, and fire doors produced from asbestos and sheet steel should be of interest.

ALFOL INSULATION

A sample of Alfol insulation (aluminum foil insulation) together with folders giving illustrations, graphs, etc., has been sent us by the Alfol Insulating Company, Chrysler Building, New York City. Interested readers may borrow them if desired.

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Today in the Asbestos Industry

By C. J. Stover

Some of you fellows want to know what I think of the Asbestos Industry today.

You all know that I am a rooter for asbestos, first, last and all the time, and the "depression" hasn't changed my attitude one bit.

But I do think that we will all have to work our brains harder than ever before to make the progress we should.

As we all know, the Asbestos Industry is a service industry rather than a basic one. And because of this it can be only partially blamed for the low volume of business obtainable at present. The Industry depends on the steel, automobile, building and other trades, to such a large extent that its future cannot possibly be separated from the future of those industries which it serves. The markets for asbestos products are so definitely and largely a part of the markets for finished goods in which the asbestos is only a part that there is no use trying to predict the future for the asbestos industry unless you can predict the future for those industries which it serves. And when I say finished goods, I mean buildings, or ships, or locomotives or automobiles or electrical devices or gas compressors, or oil stills or drying ovens or a thousand other things. And the asbestos market being a part of these other markets puts a very definite limit on the quantity of asbestos goods that can be sold. If there are only a certain number of buildings built, it isn't sensible to make shingles or other asbestos materials for twice that number of buildings. The best we can hope to do is to sell shingles and other products for a greater proportion of the buildings, replacing to that extent competitive materials.

The fact of our being a service industry makes it necessary that production be limited, and we must admit that overproduction is at the present time the cause of many of the woes of the industry. In some parts of the industry, notably the textile, overproduction has run

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In a hundred ways Johns-Manville products contribute to the comfort of modern life and to the efficiency of industrial establishments. Packings, high temperature insulations, refractory cements, low pressure insulations, asbestos roofings, brake linings and industrial friction materials, flooring and acoustical treatment form some of the major items manufactured by Johns-Manville.

Through constant research in the J-M Laboratories, scores of other items have been developed, important to the economic and physical welfare of people throughout the country.

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rampant. It was brought about by several distinct and very simple causes:—Overproduction on the part of existing companies; the entrance into the textile industry of several brand new elements at a time when the industry was already badly overproduced, this resulting in even greater overproduction; the introduction of molded lining, thus displacing a very large part of the previous output of spindles and looms, and last, but by no means least, the tremendous overproduction of spinnable fibres in the various asbestos producing countries of the world, augmented by the Russian output, resulting in a depression of price in raw material which came too fast to be taken up by the spinning industry.

If you think, however, that I am going to suggest a cure for the various ills, you will be disappointed; I am inclined to duck that and leave it to you. But a discussion of the ills, and possible remedies may help all of us. What do you say?

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Automatic Asbestos Paper Mill Operation

By Melvin R. Ware, Inventor of Automatic Paper-Making

Preparation of Stock.

The preparation of asbestos fibre stock in the manufacture of asbestos paper has apparently been given very little thought, when, as a matter of fact it is the most important factor in the process. In fact the unnecessarily high shrinkage in raw stock is primarily due to improper methods of preparing or "beating" stock. The word "beating" is well put, being handed down thru generations from the time when stock was prepared by manual power and, before the invention of the Hollander which was about the middle of the eighteenth century. The commonly known weapons for attacking fibres prior to this was the mortar and pestle, or the stock might be pounded with a hard wooden implement on stone surfaces.

With few exceptions, asbestos fibre should not be beaten; a mixing process is sufficient. In the event, however, that it is necessary to refine the fibre for the manufacture of certain grades of paper, a selective device should be employed for the separation of long fibre from the shorts, treating each individually, or a less severe action than beating might be employed thereby preserving the smaller or weaker fibres, or, if necessary to cut or refine the fibre a small unit of low tank capacity may be employed.

Large capacity stock chests should not be used in the handling of asbestos stock, for the simple reason that the fresher the stock is at the machine, or the more direct the stock travels from the first admittance of dilution water and sizing matter to the paper machine, the less tendency to crush or adhere to the cylinder deckel, felt or press roll, and the more freely it gives up the moisture, making drying more rapid and economical.

Serious thought should also be given to the method of agitation for the reason that stock may be properly beaten and yet spoiled before it reaches the paper ma-

chine by too severe agitation. The preferred type of stock chest would be of shallow construction with provision for the stock to enter at the opposite end from which it is drawn, likewise the overflow from the stuff box should enter at the opposite end from which it is drawn. This prevents the weight of the stock ordinarily carried in large chests from further disintegration by the pulsating action of the agitator.

The stuff pump capacity should only exceed the paper machine capacity to the extent of assuring constant basis weight of paper, since too great a volume of overflow also tends to further disintegrate the fibre. It is also advisable to use hot water for beating as this frees the stock for better paper machine operation, and assists in drying.

There seems to be an idea current that because other stocks are prepared in a beater for regular paper manufacture, it is also necessary to employ the use of beaters for the preparation of asbestos stock. This is not the case. The proper way to prepare asbestos stock is by a continuous process (whether or not beaters are used) as by this method stock may go more direct to the machine, assuring free and fresh stock for better formation.

"Direct" White Water System.

This is a subject in which all manufacturers of asbestos paper should be vitally interested, as the percentage of white paper waste excluding foreign matter, is perhaps greater in the making of asbestos paper than in any other paper making materials.

It is often contended that asbestos is a different stock and must be treated as such. True it is different from roofing, board, kraft and many other types, but there is no more mystery in connection with asbestos paper manufacture than with any other kind. It is also true that a closed system for asbestos should be worked out on individual lines as is the case with any other kind of paper; in other words, the best system for board or kraft is not necessarily the best for asbestos.

Before going further into the matter it might be well

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to mention some of the so-called difficulties in connection with the extensive use of white water in the manufacture of asbestos paper. Perhaps the most frequently advanced objection is based upon the fact that asbestos stock is by nature a pasty substance when mixed with water and sizing matter. This can be overcome by proper handling in the beater room.

Another theory advanced against the use of white water is in the manufacture of saturating papers. Other saturating papers are being made with white water, however, which must carry a great deal higher percentage of saturate than is required of any sheet of asbestos paper. This may also be overcome in the beater room.

Next comes the problem of keeping the wires and felts clean. As to the felts, it has been proven on certain stocks (which are much dirtier than asbestos stock) that warm or hot white water keeps the felts cleaner and softer than cold fresh water. This being the case it would hardly pay to heat fresh water for washing felts, and if necessary a felt conditioner might be used to advantage. As to cleaning the wires, if a completely closed system is employed the face wire may be of a sufficiently open mesh to necessitate only occasional cleaning out, plus properly designed and installed showers.

In most cases the filler retained thru a properly installed white water system, is desirable to the quality of the sheet, but where foreign matter is present in quantities sufficient to render the sheet unsuitable for certain purposes, this foreign matter should be removed by means other than washing out by excessive use of white water, for every pound of fibre washed out or allowed to settle out without proper provision for reclaiming is a foolish waste. It may be said that this stock which is settled out, is unfit for use. If it lays around for a week or so this is true, but if the stock had been put into the sheet when it should have, and had been evenly distributed as it accumulated, there would be no objection to its use, and the manufacturer would have profited where he lost.

Just any type of a closed system will not be successful in the making of asbestos paper, but a "direct" closed

system, which carries the lowest volume of white water possible, retains the heat units generated by mechanical action, which free the stock for better machine operation and also deliver considerable heat units to the dryers, thereby assisting the drying means and saving steam.

Automatic Paper Making.

Why automatic operation?

Because it not only permits of, but requires positive control of all elements in the process of making paper, which is essential to economic operation and especially in the asbestos paper industry.

In spite of the fact that all other branches of the paper industry have made considerable progress in the matter of improved methods and equipment during the past twenty years, the asbestos branch of paper making in many respects is apparently where it was more than twenty years ago, and little serious thought given to improving the methods.

Asbestos is claimed to be different, but the only difference is that asbestos stock is much easier in many respects to handle automatically than other types. Since there are great savings to be effected thru reclaiming white water shrinkage, a guaranteed standardization of product and numerous other advantages, there should be no hesitancy in investigating these possibilities.

If, thru the adoption of more modern equipment and manufacturing methods, a higher quality could be established, the product standardized and costs lowered, this would at one strike curb the tendency to switch to a cheaper product.

Some of our largest consumers have gone entirely outside the accepted field for insulating materials, not because they manufacture an inferior commodity, but because they could secure a standard quality of material considerably cheaper, one which would adequately answer the purpose.

Asbestos fibre and other ingredients used in the composition of asbestos paper are ideally adapted to an automatic feeding device, for the control at production rate

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assures standard action on the stock permitting of just sufficient treatment, as the consistency and quantity in process remains the same from beginning to end of run, and any material that should not be included in the sheet is settled or screened out before going to the paper machine. Therefore the sheet should be of the same character at the end of the run as at the beginning.

With the direct closed system and the use of automatic feeding device it is only necessary to connect our continuous micrometer, weighing scale or other suitable device from the finished sheet to the measuring, weighing or other proportioning device for feeding beaters and various other units, depending on the various set-ups, and we have accomplished "Automatic Paper Making."

The advantages of this system are so numerous that a complete survey would be necessary to determine the exact possibilities.

BELGIAN FOREIGN TRADE IN ASBESTOS

During the first nine months of 1931 Belgium imported 8,153 metric tons[1] of raw asbestos, compared with 14,374 tons imported during the corresponding period of 1930. The principal contributor was Canada, which furnished 2,929 tons in the 1931 period and 5,759 in January to September 1930. The Union of South Africa was second with 1,189 in 1931 and 4,448 in 1930.

Asbestos roofing is the principal Belgian export under manufactured asbestos; 62,833 tons having been shipped in the first nine months of 1931, compared with 87,035 in the first nine months of 1930. The Netherlands, Great Britain and Denmark were the chief destinations.

Taken from U. S. Foreign Trade Notes.

[1] 2204.62 pounds.

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Beater Control Systems
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Fishermen Insulate Their Bait

By H. P. Whittle, Springfield, Ill.

Last summer was an exceptionally trying one on fishermen along the Illinois River and in surrounding territory, due to the intense heat making it almost impossible for the game fishermen to keep live bait in usable condition.

Chub minnows are the favorite Black Bass Lure and were obtainable in quantities a distance from the fishing grounds. The problem was transporting these minnows from place to place without the use of ice to keep the water in the containers at a proper temperature.

Spring water was found to be the best medium for the maintaining of minnows in the proper condition, but in the usual live buckets or minnow buckets in common use the water soon became warm, and the minnows died rapidly.

One young man with a knowledge of heat dissipation and radiation conceived the idea of sticking aircell asbestos sheeting to the outside surface of his metal bucket with waterglass. He found that in temperatures of 95 to 100 he could keep bait alive for several hours whereas with the old type bait bucket 30 minutes to an hour was a very good result.

Now you will find hundreds of insulated minnow buckets and many Isaac Waltonites thank aircell for their record catches.

The Administration Building of the Chicago 1933 World's Fair, the first of the buildings to be completed, has asbestos cement board for its exterior sheathing. The Travel and Transport Building, which is windowless, will also use asbestos cement board on its exterior. This latter building has large unbroken wall areas and because of its ability to absorb expansion and contraction, asbestos cement board is particularly adapted to this class of construction.

FACT AND FANCY

Along the Line of Least Resistance.

Will you, in 1932, advertise most to those territories from which you get the most business, or those which apparently are not buying your product?

At first glance the answer would seem to be that those parts of the country from which little or no business is coming should be covered the most intensively.

But, according to a survey conducted by the Dartnell Corporation, publishers of Printed Salesmanship, the procedure this year should be exactly the reverse.

Note we say "this year". A paragraph or two quoted from the article may be interesting:

"There is an axiom of sales management, well known to all who went thru the depression of 1921, that 'business is where business is'. In other words, the best place to concentrate sales efforts in a depression year is on territories from which you are already getting a satisfactory volume. This is not the plan usually followed. The common practice is to put sales pressure on territories where sales are not satisfactory, in order to make them satisfactory. That is all well and good for those who have unlimited means and a boomtime budget. But in a lean year, when advertising budgets are cut and one dollar has to do the work of two, it is usually more profitable to concentrate on territories and lines of business that offer the least resistance and the greatest promise of immediate returns."

"There are thousands of small towns where business is waiting for those who go after it. There are millions of people whose income has been cut hardly at all—whose spending power is therefore 20 per cent greater than in 1929! It is your job this year to find out who these people are and where they live and reach them thru selective advertising."

With the article appears a map of the United States showing where the "better than average" territories lie. We will be glad to lend the article, with map, to anyone interested.

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Jobber's Salesmen Important Units.

"My few years in the automotive field," says R. H. Meyer of the Russell Manufacturing Company, "have convinced me of the fact that after we have sold a jobber's buyer we have just started to place our line permanently with the jobber.

"The jobber's salesman is possibly the most important factor in the jobber's organization. The buyer only buys a line, but the jobber's salesman sells it, and in order for the line to be satisfactory, it must be pushed by the salesmen of the organization.

"We are all prone to forget this condition, but we must realize that one man cannot do as much work as five or six. Consequently no matter how much business we turn over to the jobber, if his salesmen do not push the line it cannot be successful."

More Rock Milled.

Study of the graph on page 40 will show a change in the quantity of rock milled, as compared with rock mined.

In 1930 rock mined was approximately 4,901,206 tons and the rock milled was just about 2,200,000 tons less.

In 1931 2,274,048 tons of rock were mined, and the rock milled totalled 2,164,060 or only about 110,000 tons less than mined.

At first glance you may wonder if the figures are correct.

We believe they are because 1931 has seen a large increase in rock put thru the mill, and if we had the figures would show a corresponding decrease in rock sent direct to the dump from the mine.

This is due to the increased use of steam shovel methods. When rock is put into the cableway boxes by miners, they throw out and send to the dump a lot of rock which looks as tho it has no fibre in it. The steam shovel, however, picks it up and deposits it in cars, and the cars go directly to the mill. So a very much greater part of the mined rock goes thru the mill than formerly.

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OR FROM

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8-10 BRIDGE STREET, NEW YORK, N. Y.
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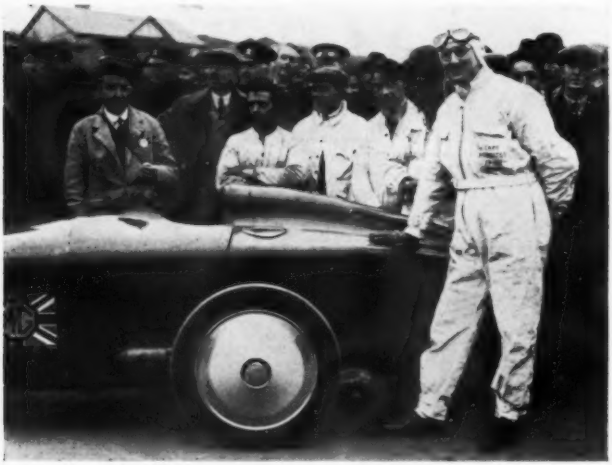
Asbestos Suits for Motor Racing

G. T. Eyston, the famous racing motorist, recently made a record-breaking performance on the Pendine Sands, South Wales, when he achieved a speed in an M. G. Midget Car of 118.38 miles per hour.

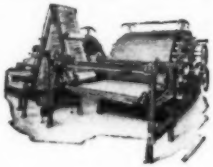
Mr. Eyston made the run in an asbestos suit manufactured by the Cape Asbestos Company, Limited, of London.



The suit was fitted with Zipp fasteners and draught excluding tabs at wrists and ankles.

Apparently the suit entirely met the requirements of Mr. Eyston, and a good deal of publicity has been given not only in the Press, but in the various Cinemas in England, where Mr. Eyston has been pictured having a Painter's blow lamp flame played over him.

The advantage of the suit in motor racing is, of course, protection in case of fire.



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Condensers
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Ring Twisters
Flyer Twisters
Card Roll Grinders
Card Grinding Rolls

WHITIN MACHINE WORKS

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Charlotte, N. C. **Atlanta, Ga.**

Suggestions for the Use of Asbestos

By T. E. Tluck

The small books or packets of matches, so very popular with smokers, invariably have a paper cover. Why not substitute asbestos paper for the cover, for surely it is fundamentally hazardous to make with plain paper.

Many pipe heating systems are incorrectly laid out, and this causes them to vibrate the instant the heat is turned on. Woven asbestos face material for padding where braces or anything else comes in contact with the pipes is a simple remedy for a real annoyance.

Would not the use of asbestos blankets be of assistance in fighting fires and therefore be of value to fire departments? Most fires occur in places that are not required to meet insurance regulations, due to leniency or other reasons. These may be regarded as bad risks but the fire department might help a good deal if their equipment included asbestos blankets to be used in shutting off drafts, such as at stairway doors, other doors, windows, etc. They could be securely fastened very quickly and would take the place of swinging doors which most of the places lack and which are invaluable in confining fires. Windows which are likely to break on account of excessive heat in an adjoining structure, may also be guarded against possible spreading of fire when protective shutters do not exist.

Why cannot an asbestos cement be used in cementing a brick chimney. After a certain period the ordinary cement dries up and falls out, thus allowing leakage and this in turn leads to partition fires, one of the trickiest fires to fight.

Cooking utensils should have asbestos composition handles instead of the conventional wooden ones.

Would it be feasible to contact Fire Chiefs in the larger cities, seeking from them new uses for asbestos connected with fire-fighting equipment? There is a similarity of purpose and asbestos might find a variety of uses in this way that have not been previously thought of.

Readers are asked to comment on these suggestions.

ASBESTOS

ASBESTOS CORPORATION LIMITED

THE LARGEST INDIVIDUAL

PRODUCER OF

RAW ASBESTOS

IN THE WORLD

THETFORD MINES

QUEBEC CANADA

MINES AT

THETFORD MINES
EAST BROUGHTON
VIMY RIDGE
BLACK LAKE
COLERAINE
ROBERTSON

Aetna Distributes Insulation Board

Many insulation contractors find it convenient to handle insulating boards and so make their insulation line complete.

One of the newest of insulation boards is "Thermax", made in Chewelah, Wash., the general sales office of the Thermax Corporation being at 228 N. LaSalle Street, Chicago, Ill. It is not an asbestos material, but is made of shredded fibre in very coarse form and is impregnated with magnesite cement, thus making the material fire resistant.

Thermax has a thermal insulating value, an absorption value and will prevent sound transmission. It is claimed that when compared with cork, 2 in. of Thermax has the same value as 1½ in. corkboard and 3 in. of Thermax the same value as 2 in. Corkboard.

The material is used quite extensively for roof insulation, for partition work, as a plaster base for suspended ceilings, backup material for exterior walls and makes an excellent insulating medium and plaster base.

The process of manufacturing Thermax originated in Austria Hungary about twelve years ago and in that country is made and sold under the name of Heraklith.

In Philadelphia, Aetna Insulations has the franchise to distribute and contract for its erection.

Readers may be amused by the following broadly general statement concerning asbestos, taken from a daily newspaper: "Asbestos is a fibrous silicate of magnesium and calcium, made from rock found in Canada, in Italy, in the island of Cyprus. Sometimes it is fine and silky; sometimes like wool; sometimes like petrified wood. It can be spun into yarn or pressed into sheets."

In the Market for Large or Small Quantities of
Metallic Yarn Waste — Asbestos Textile Waste — Scrap Cloth
Yarn Cuttings — Loom Sweepings — Cardroom Strippings
NEWARK WASTE CO.
55 to 59 River Street NEWARK, NEW JERSEY

Asbestos Fibre

for the manufacture

of

Roofing Cements · Fibrous Paints
Filtration Packings
Asbestos Shingles and Lumber
Insulating Cements
Asbestos Paper · Pipe Coverings
Asbestos Millboard
High Temperature Cements

THE QUEBEC ASBESTOS CORPORATION

Office and Mines
EAST BROUGHTON, PROVINCE *of* QUEBEC
CANADA

MARKET CONDITIONS

We would like to quote in its entirety, the National City Bank letter for April, but lack of space preventing, the few short paragraphs extracted from it and given here will, we believe, give as good an idea as can be gotten in this small space, of general business conditions:

"The developments of the past month in the banking situation have been favorable but the general course of business has been disappointing in view of the hopes raised by the financial improvement, and the usual seasonal expansion has not been realized. In the steel industry, altho March is frequently the most active month of the year, operations continue at about the same rate as in January and February, namely, 24 to 27 per cent of capacity, and automobile output has similarly moved sidewise upon a low level, in contrast with the usual increase. Bank clearings and other general business indicators have failed to improve and retail trade reports are mostly unsatisfactory."

"The failure of business to gain during the month is evidence of the formidable character of the obstacles which still stand in the way of recovery. However, some of the restraints upon the "Spring rise" appear to have been more accidental than otherwise, including the unseasonable weather and the postponement of automobile buying until the new Ford models are ready for inspection."

Our copy of the National City letter will be lent to anyone requesting it.

Asbestos. Raw Material.

So little change has occurred in the Raw Asbestos Market that our correspondents can find little to say. One comment which reaches us sums up the situation as follows:

"Prices during the last month have not changed and shipments from the Canadian Mines are a little smaller in tonnage than either January or February."

Manufactured Asbestos Goods.

Textiles. There is also little change in the textile situation. Competition is still keen; prices are still low; volume is still unsatisfactory.

ASBESTOS

Allbestos
CORPORATION

MANUFACTURERS OF ASBESTOS TEXTILES

SPECIALIZING IN ASBESTOS
YARNS OF SUPERIOR QUALITY
FOR
PARTICULAR REQUIREMENTS

❖ ❖ ❖

Woven Brake Lining and Allied Products
Custom weaving all sizes of untreated brake lining tape up to 12 inch wide and 1-¼ inch thickness.
Non-Ferrous Cloth
Plain Cloth — Metallic Cloth
Asbestos Tapes and Wiping Cords, Yarns
Asbestos Wick and Rope
Pure Asbestos Carded Fibres

❖ ❖ ❖

Manufactured in Our Own Plant from the Raw Materials

Allbestos Corporation

21st St. and Godfrey Ave., Germantown
PHILADELPHIA, PA.

Brake Lining. One brake lining manufacturer, in a survey made of various sections of the country, finds it possible to report favorably of the New England territory and the Southeastern portion of the United States. In New England they show a definite increase over the same period (first two months) of last year, some districts running considerably ahead of 1931 sales, while the Southeastern Division seems to show a definite upturn in business.

Insulation. High Pressure. Little change can be recorded in this market. The market price is steady, demand remains light. Production has been much reduced to accommodate demand. New work showing at the moment is not at all encouraging.

Insulation. Low Pressure. Demand here is very low, due partly, of course, to the very slight building activity, and partly to seasonal decline. The improved types of pipe covering, especially those which do not require the canvas cover, are very steadily forging to the front, the lowest priced of these types naturally getting most of the business. Prices are well maintained.

Paper and Millboard. Demand in paper is much depressed, altho millboard appears to have a little more activity than has been the case for the last few months, probably also seasonal.

Asbestos Cement Products. One of our correspondents has surveyed the situation in the asbestos cement products market, rather carefully, and here are his findings:

"There has been little, if any change in the market for asbestos cement products including shingles and corrugated during the past month, unless allowance is made for the usual seasonal increase in business that comes about this time each year.

"It is doubtful, however, whether sales volume will increase as greatly as in previous years due to general conditions in the building industry. Dealers continue to purchase shingles only as they actually need them, taking full advantage of the facilities offered by manufacturers for supplying smaller lots of this material in mixed carload shipments or quick deliveries by less carload from conveniently located warehouse points. In other words, the

Asbestos Fibres

of

SUPERIOR QUALITY

from the

DANVILLE DISTRICT

CANADA

Address Inquiries to

Nicolet Asbestos Mines Limited

Inc.

25 Broad Street, NewYork

CABLE ADDRESS NICOBEST NEW YORK

Sole European Distributors

Compagnie Commerciale De Minerais
Et Matieres Premieres

74 QUAI DE JEMMAPES PARIS, FRANCE

dealers are not carrying as large inventories as in the past, depending on the manufacturers to do this for them.

"Prices continue unchanged but seem to be sufficiently low to attract business to asbestos cement shingles that heretofore has gone to cheaper grades of roofing. Some large industrials are taking advantage of the low price situation to buy asbestos shingles at low prices for fairly large reroofing projects and such purchases along with government purchases will probably amount to a larger percentage of the total sales volume this year than ever before. This probably accounts for the tendency toward price cutting on these large propositions, even tho general prices are at the lowest level in years."

Another comment which reaches us says that there is a very slight increase in shingle business, due no doubt to the season. Corrugated has fallen off considerably because of the falling off of industrial building, and what business is showing is the subject of very keen competition. The asbestos cement wood or lumber market continues more or less steady, the majority of this material being used by electrical concerns.

The Asbestos Industry In England.

The following comment, which comes from our London correspondent gives a good idea of the situation in the Asbestos Industry in England:

The general condition of the Asbestos Industry in England is still sluggish. Owing to the recent improvement in the financial stability of the country, as evidenced by the valuation of the pound sterling and the prospects of a Budget surplus, together with the fillip given to trade by the imposition of the new tariffs, there is a tendency for a slight improvement. This improvement, however, will be slow until associated trades have, in turn, realized the benefit of the improved trading position. Generally speaking there is a more hopeful outlook, and in certain directions enquiries are more substantial and promising. It is yet premature, however, to say that the improvement is permanent.

Prices are still low and for such business as is going, competition is keener than ever. We hope to report more fully next month.

TEXTILE PRODUCTS

ROVING, YARN, CORD, THREAD

BRAIDED AND WOVEN TUBING

ASBESTOS CLOTHS FOR EVERY PURPOSE

FIRE RETARDANT CURTAINS

VALVE STEM, HIGH PRESSURE AND SHEET PACKING

DIE-FORMED PACKING RINGS

BRAKE LINING — CLUTCH FACINGS

ROVING, FINE YARN, CORD AND LISTING MADE FROM NON-FERROUS FIBRE

GENERAL ASBESTOS & RUBBER DIVISION
OF
RAYBESTOS - MANHATTAN, INC.
NORTH CHARLESTON, S. C.

The Question Box

This department is designed for the answering of questions concerning asbestos or asbestos products. Each question will be given the benefit of the opinion of men in the Industry who know.

There are many facts about asbestos which are well known to some of our readers, but not understood by others. The chief function of the magazine "ASBESTOS" is to supply information on the subject of asbestos.

This service will not be limited to subscribers or readers; anyone may use it. Send along your questions. We will print only the questions and answers—not the name of the questioner.

Ques. 1. Is it correct to say that asbestos is a non-conductor of heat and electricity? Or would it be much more accurate to say that asbestos has a low conductivity to heat and electricity?

Ans. 1. This question will have to be answered in two parts, the first dealing with heat, the second with electricity.

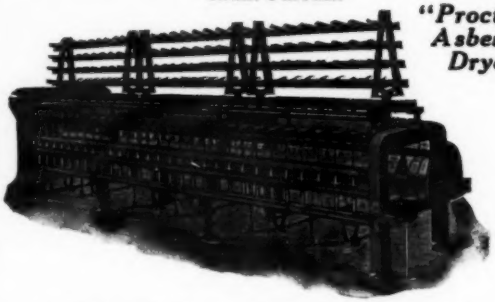
(a) Asbestos is not a non-conductor of heat. In fact there is no known material which, strictly, could be called a non-conductor of heat. Asbestos, as a matter of fact, conducts heat to some extent. The insulation value of asbestos coverings is derived from their form, or from other materials used with the asbestos fibre to make the covering, and it is because asbestos is not affected by heat that it is so admirably suited to be a part of various forms of insulation materials.

In asbestos aircell covering for instance, or other coverings made of asbestos paper, it is the small aircells between the layers of asbestos paper, which prevent the escape of heat; the asbestos itself prevents the covering from catching fire. In 85% Magnesia Covering it is the magnesia, or rather the tiny aircells contained in the magnesia, which keeps the heat in the pipes and makes the finished material an insulation of low heat conduc-

ASBESTOS YARN MACHINERY

"Smith-Furbush"

"Proctor" Asbestos Dryers



PROCTOR & SCHWARTZ, INC.

Formerly Smith & Furbush Machine Co.

Seventh St. & Tabor Rd., Philadelphia, Pa.

High-Grade Asbestos Textiles

CARDED FIBRES
YARNS. CORD, MANTLE YARNS
PLAIN AND METALLIC CLOTHS
BRAIDED AND WOVEN TAPES
BRAIDED TUBINGS
WOVEN SHEET PACKINGS
WOVEN BRAKE LININGS
GLOVES, MITTENS, LEGGINS
GASKETS, SEAMLESS AND JOINTED
PACKINGS, STEM AND HIGH PRESSURE
WICK AND ROPE

ASBESTOS FIBRE SPINNING COMPANY

NORTH WALES, — PENNA.

tivity. In this case the asbestos protects from fire and also binds together the magnesia, asbestos fibre being about the only mineral binder in existence, and therefore more suitable for the purpose than a vegetable binder.

(b) Certain types of asbestos fibre have low conductivity to electricity, depending almost entirely on the amount of iron in their composition. This accounts for the fact that Arizona asbestos, which is almost entirely free from iron, is used extensively for the making of electrical tapes. Conversely, Crocidolite or Blue Asbestos, found in South Africa, cannot be used for electrical purposes because of the large amount of iron it contains.

Bridge Score Pads are being distributed by the Norristown Magnesia & Asbestos Company, these pads of course containing their advertisement on each sheet. A clever idea considering that the women of the household often have the last word to say about buying pipe covering for their homes, and Thermo-lux and Cellotone, made by the Norristown Company, have an especial appeal to the ladies because of their attractiveness.

CYPRUS ASBESTOS

A true Chrysotile fibre of great tensile strength, exceptionally clean and well graded, suitable for the manufacture of—

Asbestos-cement pipes, sheets and shingles
Asbestos millboard
Moulded brake lining
Etc., etc.

APPLY FOR SAMPLES AND PRICES TO SOLE AGENTS—

CYPRUS TRADING CORPORATION, Ltd.
49, ST. JAMES'S STREET
LONDON, S. W. 1

CONTRACTORS AND DISTRIBUTORS PAGE

RE-INSULATION WORK

By GEORGE S. STUART.
Secretary, Philadelphia Builders Exchange

In this depressed day of slim volume and keen competition on new construction business, salesmen who are alert and aggressive are bending their energies in more productive and more profitable directions.

Present business conditions have had the effect of causing plant managers and owners to scrutinize closely costs and overhead. Every available opportunity is being taken by efficient organizations to get costs down to a point within the competition of present markets. For companies not doing so, it is just too bad.

A cut in overhead means a corresponding reduction in costs. This is a very important feature of cost, because it must be realized that "old man Overhead" is with us just 365 days of the year (366 this year), whether we realize it or not. Every Public Utility Company or any other efficiently managed organization will willingly, and frequently does, invest a couple of hundred thousand dollars in new machinery or equipment, if it can be shown conclusively that such expenditure will save labor and consequently overhead, even tho the machinery is not worn out. By the same token plant managers will re-insulate their pipes and boilers upon substantial proof of savings in coal and added efficiency.

Now, while few plants are running at capacity and many largely part time, is an ideal period to make such installations. Those salesmen, therefore, who have vision and foresight and "a nose for business" are hitting the trail of old work. They are calling upon industrial plants, office buildings, in fact any large structure, analyzing their needs for re-covering work. Insulation contractors whose salesmen have followed this policy have unearthed satisfactory volume of business. Besides this type of business is quite a few leagues removed from the vicious present day competition in the new field.

Reports emanating from the trade, confirm the belief that the most profitable and satisfactory business enjoyed by the insulation contractor in this market lies in the re-covering field.

Wage Rate for Asbestos Workers in Washington, D. C., has been reduced. For further details, see page 51.

ASBESTOS

Africa (Rhodesia).

(Statistics published by Rhodesia Chamber of Mines)

	January 1932 Tons (2000 lbs.)	Value		
Bulawayo District				
Nil Desperandum (Afr. Asb. Mng. Co. Ltd.)	331.08	£4,138	8	9
Victoria District				
Gath's (R. & Gen. Asb. Corp. Ltd.)	196.95	2,461	17	6
King (R. & Gen. Asb. Corp. Ltd.)	181.80	2,272	10	..
Regina A (Afr. Asb. Mng. Co. Ltd.)	45.00	562	10	..
	754.83	9,435	6	3
January 1931	*4,430.27*	*90,569*	*4*	

Cyprus.

Production of Cyprus for the year 1931, as given by the Cyprus Trading Corporation, Limited, was 1137 tons (2240 lbs.), while exports during 1931 from there totalled 3561 tons (2240 lbs.)

Cyprus production for 1930 was 7,096 tons (2240 lbs.)

Africa (Union of South).

(Statistics published by Dept. of Mines & Industries of U. of S. A.)

	December 1930 Tons (2000 lbs.)	Value	December 1931 Tons (2000 lbs.)	Value
Transvaal				
Amosite	55.90	£ 539	141.00	£1,410
Chrysotile	1,080.00	16,891	509.00	4,039
Cape				
Blue	378.76	9,767	158.17	2,933
	1,514.66	£27,197	808.17	£8,382

Summary for the year — Union of South Africa

By Months:

	1930	1931		1930	1931
January	1,592.04	1,870.51	July	2,093.36	1,030.26
February	1,581.14	1,380.42	August	1,294.26	1,908.70
March	2,388.79	1,643.22	September	1,280.79	1,060.34
April	2,157.42	1,474.67	October	1,344.07	934.76
May	1,539.69	1,306.93	November	1,434.89	1,323.88
June	1,159.29	938.73	December	1,514.66	808.17
				19,380.40	15,680.59

ASBESTOS

By Varieties:

	Year 1930		Year 1931	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
Transvaal				
Amosite	3,281.22	£ 36,885	2,086.90	£ 22,993
Chrysotile	10,617.75	160,381	9,938.05	127,668
Cape				
Blue	5,481.43	143,529	3,655.64	99,207
	19,380.40	£340,795	15,680.59	£249,868

	January 1931		January 1932	
	Tons (2000 lbs.)	Value	Tons (2000 lbs.)	Value
Transvaal				
Amosite	74.50	£ 714	167.50	£ 1,675
Chrysotile	1,202.00	15,816	1,209.00	14,337
Cape				
Blue	594.01	18,797	98.50	2,227
	1,870.51	£35,327	1,475.00	£18,239

Canada.

(Published by Bureau of Mines, Province of Quebec).

Production — Divided by Grades	February 1932 Tons (2000 lbs.)
Crude No. 1	4
Crude No. 2	26
Other Crudes	...
Spinning Fibres	380
Shingle Stocks	738
Paper Stocks	1,399
Waste, Stucco or Plaster Materials	2,628
Refuse and Shorts	2,531
	7,706
By-Products, (Sand, Gravel, etc.)	206
Production January 1931	*12,807*

India.

(Statistics published by Indian Trade Journal).

Production of Asbestos in India during 1930 was 33 tons valued at £88, the material coming entirely from the Cuddapah District, Madras. Apparently the mines in Mysore were not worked.

1929 Production was 318 tons valued at £1206.

Relation of Production (Sales and Shipments) of Various Countries
(TONS = 2000 LBS. NO ASBESTIC INCLUDED)
Cyprus – 1,273 Tons
Cyprus – 7,947 Tons
Rhodesia – 24,042 Tons
Rhodesia – 37,766 Tons
Union of South Africa – 15,680 Tons
Union of South Africa – 19,380 Tons
Canada – 164,297 Tons All Grades
Canada – 242,112 Tons All Grades
Canada – 749 Tons } Crudes
Canada – 2,321 Tons }
Canada – 8,560 Tons } Spinning Fibre
Canada – 10,411 Tons }
Canada – 15,988 Tons } Shingle Stock
Canada – 19,909 Tons }
Canada ---- 39,867 Tons } Paper
Canada – 79,738 Tons }
Canada ---------- 99,133 Tons } Lower Grades
Canada ---------- 129,733 Tons }
Imported by United States of America – from all sources ------ 134,192 Tons
Imported by United States of America – from all sources – 208,895 Tons
1931 1930 1931 1930 1931 1930 1931 1930 1931 1930 1931 1930 1931 1930 1931 1930 1931 1930 1931 1930 1931 1930 1931 1930

Showing Relation of Rock Mined to Usable Asbestos Produced in Canada
1931
Rock Mined 2,274,048 Tons
Rock Milled 2,164,060 Tons
Asbestos (Actually Produced) 154,872 Tons
1930
Rock Mined 4,901,206 Tons
Rock Milled 3,737,780 Tons
Asbestos (Actually Produced) 244,113 Tons

Canada.

Preliminary Report on Mineral Production in the Province of Quebec for 1931, shows the following shipments and sales of asbestos during that year, average value and stocks on hand for the various grades:

	Shipments & Sales		Av. Value	Stocks on Hand Dec. 31, 1930	
	Tons	Value	per ton	Tons	Value
Crude No. 1	206	$ 88,880	$431.46	298	$ 128,575
Crude No. 2	543	117,478	216.35	3,169	685,613
Crude, Other	.....	.....	132.00	69	9,108
Spinning Fibre	8,560	917,776	107.22	10,289	1,103,187
Shingle Fibre	15,988	938,856	58.72	10,270	603,054
Millboard & Paper	39,867	1,381,888	34.66	9,327	323,274
Fillers, Floats and other short fibres	6,310	159,044	25.20	247	6,224
	92,823	1,208,964	13.02	12,604	164,104
	164,297	4,812,886	29.29	46,273	3,023,139
Sand, gravel & stone (waste rock only)	7,209	5,952	.83		
	171,506	$4,818,838			

Quantity of rock mined during 1931: 2,274,048 tons.
Quantity of rock milled during 1931: 2,164,060 tons.
Quantity of asbestos *produced* during 1931: 154,872 tons ... . (does not include sand, gravel or stone).

Tons = 2,000 lbs.

RANGE OF PRICE ON VARIOUS GRADES OF ASBESTOS CRUDES & FIBRES MONTHLY DURING 1931

Compiled from figures given in Engineering & Mining Journal.[1] (All figures refer to Canadian Asbestos).

	Crude No. 1	Crude No. 2	Spinning Fibres	Magnesia & Comp. Sheet	Shingle Stock	Paper Stock	Cement Stock	Floats
Jan.	$250-300	200-250	150-175	100-125	45-65	30 -35	15-20	10-12
Feb.	"	"	125-175	"	"	27½-35	"	"
Mar.	"	"	"	"	"	"	"	"
Apr.	"	"	"	"	"	"	"	"
May	"	"	"	"	"	"	"	"
June	250-350	"	90-175	"	"	"	"	"
July	"	"	"	"	"	"	"	"
Aug.	"	"	"	"	"	"	"	"
Sept.	"	"	"	"	"	"	"	"
Oct.	400-450	"	"	"	"	"	"	"
Nov.	"	"	"	"	"	"	"	"
Dec.	400	200	"	"	50-65	"	"	10-15

We rather question the correctness of the increase in price reported for Crude No. 1 for October, November and December but have been unable to trace the source of this information.

Little Lessons in Selling

NEVER SHUT THE DOOR

By John T. Bartlett

Leave the door open. A first, second, or third attempt to sell does not prove that you cannot later make a good customer of the obstinate prospect. If you cannot sell your product, sell yourself.

Salesmen "shut the door" against future sales in a number of ways.

1. Showing annoyance, anger, or illwill.

2. Using high power methods to force a sale, with the result that the prospect is actively antagonized.

3. Making an appeal on wrong grounds—for example "begging," "do it for me," appeals.

4. Outraging the prospect with tricks, as for example, resorting to deception to obtain an interview.

5. Making deceptive statements.

We can catalog the ways in which the door is shut, but it is not as easy to avoid the act, especially when a salesman goes into an interview determined to make a sale, and tries his hardest to do so. There comes to be a hairline between ethical effort, and effort which will alienate the prospect if unsuccessful.

The salesman must learn how to strive hard for his sale without giving offense. He must learn how to accept failure with good grace, leaving with a smile on his face.

"If I can't make the sale this time, at least I can sell myself. I must sell myself."

That is a mighty good platform for the salesman to follow.

One of the most important and most neglected lessons in salesmanship is to know when you are thru without waiting for a reminder from the man you are talking to. Never permit anybody but a check boy to hand you your hat and coat.—Frank Irving Fletcher.

Imports Into U. S. A.

Unmanufactured Asbestos.

	February 1931		February 1932	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
Africa (Br. S.)	55	$ 8,206	5	$ 499
Canada	10,265	313,711	6,652	158.947
Germany	54	6,043	.....	.....
Italy	1	917	1	361
United Kingdom	25	4,080	5	600
	10,400	$332,957	6,663	$160,407

Division by Grades:

All the above is crude with the exception of Canada which is divided as follows:

Crude	18	6,000	6	1,900
Mill Fibre	4,154	213,998	1,982	91,836
Lower Grades	6,093	93,713	4,664	65,211
	10,265	$313,711	6,652	$158,947

Manufactured Asbestos.

	February 1931		February 1932	
	Pounds	Value	Pounds	Value
Yarn—				
United Kingdom	2,656	$ 1,471	.....	.....
Fabrics, Woven—				
Germany	334	76	.....	.....
Packing, Fabric—				
Germany	2,419	1,459	.....	.....
United Kingdom	2,061	1,900	1,042	$ 635
Packing, Not Fabric—				
Austria	.....	.....	10	4
France	.....	.....	440	103
Germany	3,532	981	3,000	716
United Kingdom	4,570	1,507	2,242	559
Paper and Millboard—None.				
Shingles—				
Belgium	135,682	2,086	.....	.....
France	36,667	467	.....	.....
Lumber—None.				
Brake and Clutch Lining—Woven—				
Germany	200	371	.....	.....
United Kingdom	.....	.....	1,400	281

	February 1931 Pounds	Value	February 1932 Pounds	Value
Brake and Clutch Lining, Molded—None.				
Articles in Part of Asbestos—				
France	198	17	.....	.....
Italy	5,227	155	.....	.....
Pipe Covering and Cement—				
United Kingdom	61,016	7,233	.....	.....
Other Manufactures—				
Switzerland	10	45	.....	.....
United Kingdom	129	71	.....	.....
	254,701	$17,839	8,134	$2,298

Exports from U. S. A.

Exports of unmanufactured Asbestos during the month of January[1] 1932 amounted to 273 tons, valued at $14,376; while 210 tons, valued at $13,323 were exported during January 1931.

Exports of Manufactured Asbestos Goods:

	January[1] 1931 Pounds	Value	January[1] 1932 Pounds	Value
Paper, Mlbd. and Rlbd.	86,889	$ 6,570	27,118	$ 2,608
Pipe Covering & Cement	214,129	10,306	42,112	2,351
Textiles, Yarn & Packing	117,226	61,422	92,265	41,196
Brake Lining	.....	.....	.....	.....
Molded and Semimolded	.....	5,323	.....	23,807
Not molded	129,668[2]	25,347	185,660[2]	30,236
Magnesia and Mfrs. of	259,148	15,851	94,151	6,146
Asbestos Roofing	3,417[3]	21,565	810[3]	6,102
Other Manufactures	276,665	19,367	74,210	7,457

[1] Exports one mo. behind Imports [2] Lin. Ft. [3] Sqs.

Exports of Raw Asbestos from Canada.

	February 1931 Tons (2000 lbs.)	Value	February 1932 Tons (2000 lbs.)	Value
United Kingdom	120	$ 10,375	112	$ 5,350
United States	4,468	210,068	2,040	103,227
Australia	.....	.....	50	3,000
Belgium	291	18,836	51	1,925
France	245	27,084	5	455
Germany	139	12,977	40	3,400
Italy	391	34,878	....	.....
Japan	257	14,097	250	11,775
	5,911	$328,315	2,548	$129,132
Sand and Waste—				
United Kingdom	30	625	60	1,500
United States	6,462	89,818	5,013	67,863
British India	60	660	....	.....
Belgium	....	.....	91	1,546

France	30	600	....	.....
Germany	....	.....	30	540
Japan	35	825	5	125
	6,617	$92,528	5,199	$71,574
	12,528	$420,843	7,747	$200,706

Imports and Exports by England.

Imports of Raw Material.

Division of imports of raw material into England by countries for January did not reach us in time for publishing in March. These figures are given in the following:

	January 1931		January 1932	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
Africa (Rhodesia)	1,069	£29,320	225	£3,845
Canada	122	1,374	33	357
Africa (U. of S.)			105	2,230
Australia			5	160
China	1,139	28,830	....	9
Finland			50	450
Soviet Union (Russia)			81	2,110
U. S. of America			33	331
	2,330	£59,524	532	£9,492
Re-shipments	159	5,572	53	1,335
	February 1931		February 1932	
	Tons (2240 lbs.)	Value	Tons (2240 lbs.)	Value
Africa (Rhodesia)	1,140	£31,495	1,518	£46,977
Canada	202	3,210	151	1,574
Africa (U. of S.)			272	4,276
Africa (Port. E.)			4	14
Australia			9	95
Cyprus	880	16,520	45	1,075
Egypt			1	22
Soviet Union (Russia)			100	3,010
U. S. of America			63	728
	2,222	£51,225	2,163	£57,771
Re-shipments	258	8,167	....	....

	February 1931		February 1932	
	Tons	Value	Tons	Value
To Netherlands	48	£ 3,756	18	£ 1,679
To France	23	3,176	14	2,145
To United States of America	1	608	2	479
To British India	423	10,150	198	6,012
To Australia	10	2,261	10	2,929
To Other Countries	1,251	54,152	1,192	49,128
	1,756	£74,103	1,434	£62,372

NEWS OF THE INDUSTRY

Birthdays. Men in the Asbestos Industry who will celebrate their birthdays during the period from April 15th to May 15th (dates of issue of "ASBESTOS,") are F. C. Edson, President Asbestos Manufacturing Company of Huntingdon, Ind., whose birthday falls on April 18th; George A. MacLellan, Managing Director, George MacLellan & Co., Glasgow, Scotland, April 19th; H. H. Robertson, President, H. H. Robertson Co., Pittsburg, Pa., April 21st; J. Carroll Johnston, President & Treasurer, Atlas Asbestos Co., North Wales, Pa., April 28th; John Lotz, Jr., President, Lotz Asbestos Co., Hartford, Conn., April 29th; G. A. MacArthur, Secretary & Treasurer, Twin City Pipe Covering Co., Minnesota Transfer, Minn., May 6th; George S. Fabel, General Manager, Southern Asbestos Co., Charlotte, N. C., May 7th; L. L. Cohen, President, Union Asbestos & Rubber Co., Cicero, Ill., May 7th; E. F. Jones, President, and his twin brother, F. E. Jones, Vice President, of Jones Brothers Asbestos Co., San Francisco, Cal.; May 12th; A. M. Ehret, Sr., Chairman, Ehret Magnesia Mfg. Co., Valley Forge, Pa., May 15th. We extend to all these gentlemen congratulations and best wishes.

Norristown Magnesia & Asbestos Co. J. M. High, Sales Manager, is on a month's trip, making a survey of business conditions in the South, Southwest and Middlewest. He expects to return about the end of April.

Niagara Asbestos Co., of Buffalo, N. Y., on April 1st moved to 62-66 Washington St., Corner of Perry St. Their warehouse was formerly located at 11-13 Terrace, and office at 190 Main street. The present address provides both warehouse and office, and contains more floor space than the old one.

Smith-Murray, Inc., of 821 Burnet Ave., Syracuse, N. Y., has established an office and warehouse at 999 East Main Street, Rochester, N. Y., carrying a complete line of Johns-Manville Insulating materials and Acoustical Treatments. The office is equipped to make surveys and recommendations, furnish estimates and install all types of insulation and acoustical work. Raymond E. Hebert, insulation engineer, and W. I. Lucius, acoustical engineer, are in charge.

Asbestos Brake Lining Association. W. J. Parker, Commissioner, recently testified before the Sub-Committee of the Senate Judiciary Committee, giving his opinion of and endorsing the measures, introduced by Senator Nye, and known as the Nye Bill, concerning powers and duties of the Federal Trade Commission.

The C. W. Poe Co. Our March issue gave this company's new address as 3795 E. 83rd Street. It should be 2795 East 83rd Street. Readers are requested to change their records accordingly.

Cape Asbestos Company

Limited

LONDON AND SOUTH AFRICA

Pioneers in the mining and marketing of Blue and Amosite Asbestos

BLUE and AMOSITE ASBESTOS of all grades, suitable for:-

(a) Textiles.
(b) 85% Magnesia Coverings.
(c) Boiler and Bulkhead Blocks.
(d) Asbestos-Cement Pipes.
(e) Shingles

BLUE and AMOSITE ASBESTOS CLOTHS (Chemically pure) possess the highest insulating properties and are approved by the British Admiralty. They are also specially adapted for resistance to strong acids.

The Cape Asbestos Co Limited

Morley House 26-30 Holborn Viaduct London E.C.1.
Factory, Barking, Essex

The Pabco World, house organ of the Paraffine Companies, Inc., is now published, beginning with the March number, in newspaper form.

Russell Mfg. Company of Middletown, Conn., reports that its three reel moving picture showing the manufacture of Rusco products from the mining of the asbestos to the action of the finished product in cars and trucks, is in considerable demand thruout the country as an added attraction at local automobile shows.

Three new distributors have been appointed recently by the Russell Manufacturing Company. They are Miles Auto Parts and Accessories Co., and the Earle Auto Products Company of Cleveland, Ohio and Johnson & Morden, Inc., 4910 Main St., Ashtabula, Ohio.

"The Analysis of Asbestos and Asbestos Goods" is the title of an article in the March 12th issue of The India Rubber Journal, published at 37 and 38 Shoe Lane, London, E. C. 4, England. It will be lent to any one requesting it.

R. Dorin. This gentleman wrote us giving his address as 1031 Knickerbocker Building, New York City. Letters addressed there however, are returned by the Post Office, and one of our New York readers could not find Mr. Dorin at the address given.

If any of our readers are acquainted with Mr. Dorin's address we would be glad to have it as he asked us for certain information, which we would like to supply.

Preliminary Report on the Mineral Production of Canada during 1931 published by the Dominion Bureau of Statistics, has just been published and includes some little data on asbestos.

Freight Classification. Consolidated Classification Committee Docket No. 49, lists for consideration proposals for changes on Insulating Blocks, Boards, Forms, Rods, Shapes, Sheets or Tubes, and on Asbestos Shingles Hard. Further information upon request.

Annual Report of the Quebec Bureau of Mines for the Calendar Year 1930, was recently issued. The chapter on asbestos is called "Asbestos Occurrences in Southern Quebec" and is written by Bertrand T. Denis.

Russell Mfg. Company of Middletown, Conn., will hold an unusual number of important brake clinics thruout the northern United States in cooperation with its jobbers, distributors and dealers. One of the first of these will take place in Springfield, Mass., and another in Bangor, Me., both to be held early in April.

The American Society for Testing Materials. At the 35th Annual Meeting of the Society, to be held in Atlantic City, June 20 to 24th, one of the papers in the Symposium on Textile Materials will be presented by C. K. Dillingham, Staff Manager, Engineering Department of Johns-Manville Corporation, under the title "Asbestos."

ASBESTOS

Keasbey & Mattison Company has just completed arrangements with John R. Livezey to take over approved insulation contract work in Baltimore, Washington and vicinity. The Livezey organization has been the approved insulation contractor in Philadelphia for Keasbey & Mattison Company for some months. It will maintain a Baltimore Office at the former K. & M. address at 119 South Street and has a Washington Office at 1108 16th St., N. W.

Keasbey & Mattison Company's sales office in Baltimore will be located at Garrett Building after April 1.

This action is in line with the policy of Keasbey & Mattison Company to turn over all insulation contract work to approved contractors, which has been accomplished in practically every territory to date. John R. Livezey is very well and favorably known in the insulation field.

Rhodesian & General Asbestos Corporation. We quote from the India Rubber Journal of March 26th: "The directors of Turner & Newall, Ltd., state officially that there is no truth whatsoever in the statements that six Rhodesian mines, belonging to the Rhodesian and General Asbestos Corporation, Ltd., a subsidiary company of Turner & Newall, Ltd., have been closed down at an estimated maintenance cost of £100,000 per annum. The whole of the producing mines belonging to the Rhodesian and General Asbestos Corporation, Ltd., are still being worked on a productive basis, no change whatever having taken place during recent months."

Asbestos Corporation Limited. A majority of all classes of securities of the Asbestos Corporation has been deposited in acceptance of the plan of reorganization proposed. The term of deposit has been extended to April 15th in order to provide for the receipt of securities coming from a distance. The next formality in the program is the setting of dates of meetings for the various groups for formal ratification of the plan. The annual meeting of the shareholders of the company will be held on April 28th. The bondholders meeting will probably be called for some time in May.

Russell Mfg. Co., Middletown, Conn. R. A. Malloch, for several years assistant credit manager and assistant service manager of the San Francisco branch, has been promoted to the position of service manager of the entire Rusco Pacific Coast Division, comprising nine western states. Mr. Malloch will operate from the Russell Manufacturing Company's branch office at 1157 Post Street, San Francisco.

PATENTS

Slab Forming & Stacking Mechanism. No. 1,841,018. Granted on January 12th to Theodore H. Eickhoff, Cleveland Heights, Ohio, assignor to Philip Carey Mfg. Co., Lockland, Ohio. Original application filed Jan. 12, 1929. Serial No. 332,146. Divided and this application filed March 13, 1930. Serial No. 435,501. Description upon request.

Packing and Method of Making Same. No. 1,840,449 Granted on January 12th, to Cecil R. Hubbard, and Roy Pullman, Palmyra, N. Y., assignor to Garlock Packing Company, Palmyra, N. Y. Filed August 13, 1930. Serial No. 474,919.

Gasket. No. 1,843,297. Granted on February 2nd, to Frank J. Oven, Chicago. Assignor to Victor Mfg. & Gasket Company. Filed October 30, 1929. Serial No. 403,520. Description upon request.

Gasket. No. 1,844,052. Granted on February 9th, to Claude B. Bailey, Wyandotte, Mich. Assignor to McCord Radiator & Mfg. Company, Detroit. Filed May 3, 1926. Serial No. 106,354. Description upon request.

Colored Cement Product. No. 1,844,404 Granted on February 9th to John W. Ledeboer, Ambler, Pa., Assignor to Ambler Asbestos Shingle & Sheathing Company. Filed January 31, 1930. Serial No. 424,919.

Described as the process of producing a colored article of asbestos cement, comprising making a thin deposit of coloring material on a belt forming a slurry of cement material, and picking up a film therefrom superposing said film on said coloring deposit on said belt, assembling said combined colored deposit and cement film as the surface layer or web of a body of cementitious material and pressing the body and layer together and permitting the cement to set.

Insulating Material. No. 1,845,444. Granted on February 16th to Leicester B. Sawyer, Auburn, N. Y., Assignor to Protectahood Corporation, Auburn, N. Y. Filed August 28, 1929. Serial No. 389,006. Described as a heat insulating and sound deadening material, comprising a sheet of asbestos, a layer of pressed felt on one side thereof and a comparatively thick, resilient layer of pressed fibre on the opposite side thereof, and a carrier for said fibre interposed between the fibre and the Asbestos.

Fipe Support for use with Conduits. No. 1,846,550. Granted on February 23rd to Christian Gottwald, Cleveland, Ohio, assignor to Ric-wiL Co., Cleveland. Filed August 12, 1927. Serial No. 212,505. Described as in a conduit construction a conduit, a drain below said conduit, a pipe supporting device extending into said conduit and a rigid base for said pipe supporting device extending downwardly below the level of said drain and having an aperture aligned with said drain.

TRADE MARKS

(This information is supplied by the National Trade Mark Co., Munsey Bldg., Washington, D. C., who will conduct free of charge an advance search on any trade mark our readers may contemplate adopting.)

Felt-O-Cel. Serial No. 322,776. Charles Lachman Co., Inc., Philadelphia, Pa. For thermal and sound insulating building products made of hair, hairfelt, asbestos, asbestos paper, paper and cloth or combinations thereof and quilted. Passed on March 1st.

Garcobestos. Serial No. 322,123. Raybestos-Manhattan, Inc., Passaic, N. J., and Bridgeport, Conn. For asbestos metallic sheet packing and brake lining. Passed on March 1st.

ASBESTOS

Registered in England

Pyrobest. Wire covered with asbestos, or with a composition composed principally of asbestos. W. T. Henley's Telegraph Works Co., Ltd., 11 Holborn Viaduct, London, E. C. 1. Feb. 24, 1932.

Wanda. Impregnated asbestos material in the form of rings, linings or coverings for use in friction clutches, brake blocks, brake bands, shock absorbers and in other appliances of a like nature. British Belting & Asbestos, Ltd., 59 Southwark St., London, S. E. 1. Feb. 17, 1932.

ASBESTOS STOCK QUOTATIONS

(Figures supplied thru the courtesy of Edward G. Wyckoff & Co., 1528 Walnut St., Philadelphia).

			March		
	Par	Div.	High	Low	Last
Asb. Corp. (Com.)	np	–	–	–	10c
Asb. Corp. (Pfd.)	100	7	–	–	10c
Carey (Com.)	100	5	No Sales		
Carey (Pfd.)	100	7	No Sales		
Certainteed (Com.)	np	–	3⅞	2	2⅛
Garlock Packing (Pfd.)	np	–	No Sales		
Garlock Pkg. (6s Deb. 1939)	100	6	No Sales		
Johns-Manville (Com.)	np	–	22⅛	14¼	16⅛
Johns-Manville (Pfd.)	100	7	100	85	90
Raybestos-Manhattan Inc. (Com.)	np	1	11	8½	8½
Ruberoid (Com.)	np	4	38	35	35
Thermoid (Com.)	np	–	2⅛	1¾	1⅞
Theroid (Pfd.)	100	7	No Sales		
Thermoid (Bonds)	100	6	43	35	43

WAGE NOTES

Washington, D. C. Effective April 1st, pipe covering mechanics in Washington will receive $1.25 per hour and helpers (all classes) 80c per hour.

None of the covering contractors in Washington have entered into any signed agreement with the pipe coverers local. At the beginning of the year the union presented the contractors with agreements for a continuation of the previous scale, which the contractors declined to sign, so that they are working on what might be called a gentleman's agreement to pay them the new rate effective April 1st.

AUTOMOBILE PRODUCTION

Production of motor vehicles in the United States and Canada during February 1932 totalled 122,890, while production for January 1932 was 123,075.

It is interesting to note that Canadian production for February was 1,746 vehicles more than for January, while United States production for February was 1,931 less than January.

Production for February 1931 in both United States and Canada was 229,811. Data supplied by U. S. Dept. of Commerce.

THIS AND THAT

It is claimed that an asbestos deposit has been discovered near Luray, Va., by workmen building the Skyline Trail along the backbone of the Blue Ridge. We are trying to obtain further information.

Be sure to send us your new address when you move. One of our subscribers complained recently that he had not been receiving his copies of "ASBESTOS". We found that he had moved and neglected to tell us of his change of address. This happens frequently. A post card mailed to each magazine you subscribe for, will save you a lot of annoyance, when you change your location.

We urge all to use our Question Box department. (See page 34).

One Asbestos Man to Another:

Has the depression affected your business much?

Has it! Why we're so depressed we're numb to the depression.

Following the article on page 39 of our March number, "A Pipeless Furnace on the First Floor," Mrs. E. F. Smith of Abingdon, Va., tells how a hot air furnace was made out of an enormous old hetrola by enclosing it in tin from the basement to the first floor. A register was put in the floor and a space about eight inches wide, between the furnace and joist was filled in with asbestos.

Pass the Asbestos Spoons

A colored preacher down South was trying to explain the fury of Hell to his congregation.

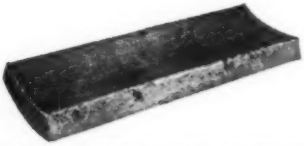
"You all is seen molten iron runnin' out from a furnace, ain't you?" he asked.

The congregation said it had.

"Well" the preacher continued, "dey uses dat stuff fo' ice-cream in de place what I'm talkin' about."

85% MAGNESIA
PIPE & BOILER
COVERINGS.
HIGH
TEMPERATURE
INSULATION AND
CEMENTS.

SEVERAL VALUABLE
TERRITORIES
OPEN FOR
DISTRIBUTORS



AIR CELL, WOOL FELT, CORK, ASBESTOS CEMENT

Ehret Magnesia Manufacturing Co.

EXECUTIVE OFFICES AND FACTORIES

VALLEY FORGE, PA.

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REPRESENTATIVES

IN ALL PRINCIPAL CITIES AND COUNTRIES

VERMONT ASBESTOS FIBRE

MINED IN U.S.A.

Its chemical and physical characteristics make Vermont Fibre particularly adapted to the better grades of

ASBESTOS

SHINGLES - CORRUGATED SHEETS
LUMBER - PAPER
MILL BOARD - CLUTCH FACING
MOULDED BRAKE LINING
ROOF COATINGS - FIBROUS PAINT
PLASTICS - MOULDED PRODUCTS
BOILER COVERING CEMENTS

• • •

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HYDE PARK, VERMONT